RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
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March 26, 1998

E-Mail
PROMOTION COORDINATORS
J. DOUCETTE / #1110 BOSTON
M. SULLIVAN / #1210 NY METRO
A. LENNON / #1310 PHILADELPHIA
S. VESCHIO / #1710 PITTSBURGH

MAY / JUNE CTS PROMOTIONAL TEMPLATES

May CTS CAMEL B4G1F / Promotion #800332

Attached are Excel Customer Lists and all pertinent information regarding the May CTS promotions. Our Region did not utilize Templates and BPE transfer functions for the May CTS promotions. I have manually transferred product, displays and POS Kits to your Region as indicated to accomodate Region 1610 Customer Lists for direct accounts in your Region. Please order product, displays and POS Kits, and forward Customer Lists to direct accounts.

Transfers From 1610 To:

ROU	#/ Cases Camel Fil Box (23595)	#/ Cases Camel Lt Box (23596)	#/SKUs POS Kits (#541430)	#/SKUs Sleeve Kits (#541400)
1110	12 7(*)	12 7(*)	19(*)	36(*)
1210	7	7	7	21
1310	0	0	0	0
1710	18	18	14	54

***Note to 1110:** Transfers represent differences between product / displays / POS needs based on B. Snow's Region list to me.*

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Source: https://www.industrydocuments.ucsf.edu/docs/ltcn0000

June CTS Promotions

Beginning June 1998 our Region will utilize templates and transfer promotions for CTS promotions. If your Region will not be participating in these promotions, and do not want our Region to 'pull' product from your Region for June CTS promotions, please let me know.

If you have any questions, please let me know. Thanks for your help with these promotions.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: L. E. MacWilliams
R. Snow
R. O'Rourke
M. Goodman
R. Dobrowolski

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1610 RETAIL ACCOUNTS HANDLED BY 1110 DIRECT ACCOUNTS

MAY CTS: CAMEL B4G1F PROMOTION #800332 (Pre-Sleeved Product)

RETAIL DISTRIBUTION DATE: MAY 4 1998

ONE P.O.S. KIT (Item #541430) TO BE SHIPPED TO EACH RETAIL ACCOUNT.

SLEEVE KITS (Item #541400) INCLUDES 40 5-PACK UNITS (40 OFFERS/SKU).

BRAND STYLES: CAMEL FILTER BOX / CAMEL LT BOX

Number of Displays to be shipped to each Account

S/REP	R/REP	R/R#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	VAP SIST	VAP NAME	VAP SPL#	SKU (Item #541400)	# CASES PER BRAND
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH		BI	166680	E&J DISTRIBUTORS INC	13555	3	1
163803	163821	552856	ONE STOP PLAZA CONV.	16 MAIN ST	WINCHENDON	MA		CS	409680	GEO. MELHADO AND CO	60379	3	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH		BI	409680	GEO. MELHADO AND CO	971556	3	
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH		BI	409680	GEO. MELHADO AND CO	97762-9	3	
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH		BI	409680	GEO. MELHADO AND CO		3	
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH		BI	409680	GEO. MELHADO AND CO		3	
163805	163820	346403	POST-TIME	375 S BROADWAY	SALEM	NH		CS	409680	GEO. MELHADO AND CO		3	6
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH		BI	423295	AUBURN MERCH. DIST.	8347	3	
163805	163820	64556	FOODS PLUS CONV.	5 PLAISTOW RD	PLAISTOW	NH		CS	423295	AUBURN MERCH. DIST.	4904	3	2
163805	163820	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH		CS	472920	ALBERT H NOTINI SONS	945550	3	
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH		CS	472920	ALBERT H NOTINI SONS	944983	3	
163805	163820	104514	SHYERS LOBSTER POUND	380A S BROADWAY	SALEM	NH		CS	472920	ALBERT H NOTINI SONS		3	
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH		CS	472920	ALBERT H NOTINI SONS	933689	3	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH		CS	472920	ALBERT H NOTINI SONS	936047	3	5
162303	162324	704360	DOLLAR PLACE	2080 WESTERN AVE	GUILDERLAND	NY		OH	495892	J.POLEP DIST.SERVICE	197004	3	1
162301	162323	549130	COLONIAL DELI MART	191 SWANTON RD	SAINT ALBANS	VT		CN	503160	PINE STATE TOB.&CDY.	935072	3	
162302	162325	48345	PAULINS, INC.	BANK STREET	NO BENNINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	932301	3	
162302	162325	114564	BILLMONTS COUNTRY ST	RT 8	STAMFORD	VT		BI	503160	PINE STATE TOB.&CDY.	994616	3	
162302	162325	623875	PAULINS GAS & STORE	HISTORIC 7A	SHAFTSBURY	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.		3	
162302	162325	636765	PAULINS INC.	HISTORIC RT 7A	ARLINGTON	VT	5238-00-00	CS	503160	PINE STATE TOB.&CDY.	934497	3	

Source: https://www.industrydocuments.ucsf.edu/docs/ltcn0000

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1610 RETAIL ACCOUNTS HANDLED BY 1110 DIRECT ACCOUNTS

MAY CTS: CAMEL B4G1F PROMOTION #800332 (Pre-Sleeved Product)

RETAIL DISTRIBUTION DATE: MAY 4 1998

ONE P.O.S. KIT (Item #541430) TO BE SHIPPED TO EACH RETAIL ACCOUNT.

SLEEVE KITS (Item #541400) INCLUDES 40 5-PACK UNITS (40 OFFERS/SKU).

BRAND STYLES: CAMEL FILTER BOX / CAMEL LT BOX

Number of Displays to be shipped to each Account

SKEP	RJRF	C-ST	ACCOUNT NAME	ADDRESS	CITY	STATE	GRAND	SEGMENT	VARSOLD	VARNAME	VARSOLD	SL KITS (Ctn 541400)	CASES PER BRAND
163801	163828	769387	M & M BEVERAGE	DBA FIRED - UP	SOUTH BARRE	VT	3598-00-00	CS	503160	PINE STATE TOB.&CDY.	995845	3	
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH		BI	503160	PINE STATE TOB.&CDY.		3	
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH		BI	503160	PINE STATE TOB.&CDY.	967802	3	
163805	163820	643523	SALEM EXXON	135 S BROADWAY	SALEM	NH	5474-00-00	CS	503160	PINE STATE TOB.&CDY.		3	
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH		CS	503160	PINE STATE TOB.&CDY.	908038	3	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH		CS	503160	PINE STATE TOB.&CDY.		3	~~2~~ 1
											26	78	25
											POS KITS	SL KITS	CASES

26
-14
12

Source: https://www.industrydocuments.ucsf.edu/docs/ltcn0000

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1610 RETAIL ACCOUNTS HANDLED BY 1210 DIRECT ACCOUNTS

MAY CTS: CAMEL B4G1F PROMOTION #800332 (Pre-Sleeved Product)

RETAIL DISTRIBUTION DATE: MAY 4 1998

ONE P.O.S. KIT (Item #541430) TO BE SHIPPED TO EACH RETAIL ACCOUNT.

SLEEVE KITS (Item #541400) INCLUDES 40 5-PACK UNITS (40 OFFERS/SKU).

BRAND STYLES: CAMEL FILTER BOX / CAMEL LT BOX

											Number of Displays to be shipped to each Account		
SREP	RREP	RTL#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHANNEL	SEGMENT	VAP S#	VAP NAME	VAP SPLY	# SKUS	CASES PER BRAND
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY		CS	181760	EMPIRE CANDY &TOB.	8399	3	
162210	162227	641285	MIDDLETOWN BEER & SO	263 ROUTE 211 E	MIDDLETOWN	NY		CS	181760	EMPIRE CANDY &TOB.	44755	3	
162210	162227	654793	THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY		CS	181760	EMPIRE CANDY &TOB.		3	3
162309	162330	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY		TB	550558	HAROLD LEVINSON		3	
162309	162329	179489	CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HEIGH	NY		OH	550558	HAROLD LEVINSON		3	
162309	162329	425759	TREASURE CHEST, INC.	DBA LYN'S HALLMARK	MAHOPAC	NY		OH	550558	HAROLD LEVINSON		3	
162309	162329	550256	ALL IN ONE CARD SHOP	RR 6 BOX 22	BREWSTER	NY		OH	550558	HAROLD LEVINSON		3	4
										TOTAL TRANSFERS TO 1210		21	
											POS KITS	SL KITS	CASES

Source: https://www.industrydocuments.ucsf.edu/docs/ltcn0000

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1610 RETAIL ACCOUNTS HANDLED BY 1710 DIRECT ACCOUNTS

MAY CTS: CAMEL B4G1F PROMOTION #800332 (Pre-Sleeved Product)

RETAIL DISTRIBUTION DATE: MAY 4 1998

ONE P.O.S. KIT (Item #541430) TO BE SHIPPED TO EACH RETAIL ACCOUNT.

SLEEVE KITS (Item #541400) INCLUDES 40 5-PACK UNITS (40 OFFERS/SKU).

BRAND STYLES: CAMEL FILTER BOX / CAMEL LT BOX

										Number of Displays to be shipped to each Account		
SREP	RRED	R-RA	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	SEGMENT	VARSIS	VAR NAME	VARSPLY	# SKUS	# CASES PER BRAND
162607	162228	775460	FIVE STAR BUSY MART	400 N BUFFALO ST	ELKLAND	PA		CS	151300	W. A. DEHART	935726	3	1
162204	162228	396574	DANDY MINI MART # 5	RR 1 BOX 63B	TOWANDA	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3275	3	
162206	162234	763572	TOTALLY TOBACCO	1706 ORISKANY ST W	UTICA	NY	3438-00-00	CS	276331	FLEMING CO./ALTOONA		3	
162606	162628	776606	CHOICE STORE 44056	195 E MAIN ST	BRADFORD	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		3	
162607	162228	698700	DANDY MINI MART #22	RR 2 BOX 41B	MILLERTON	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3292	3	
162607	162627	747718	CHOICE STORE #44122	ROUTE 144	MILESBURG	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		3	
162607	162628	757617	CHOICE STORE #44070	215 PENNSYLVANIA AVE	WARREN	PA	0578-01-00	CS	276331	FLEMING CO./ALTOONA		3	
162607	162228	759908	DANDY MINI MART #25	71 MAIN ST	LAWRENCEVILLE	PA	4127-01-00	CS	276331	FLEMING CO./ALTOONA	3295	3	7
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		5	
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		5	
162204	162228	676785	SMOKIN JOES TOB SHOP	300 N ELMIRA ST	SAYRE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		5	
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		5	
162209	162221	689353	SMOKIN JOES TOBACCO	751 MILFORD RD	EAST STROUDSBU	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		5	
162607	162228	750649	SMOKIN JOE'S	140 EAST AVE	WELLSBORO	PA	0525-00-00	CS	425810	MILLER DISTRIB. INC		5	10
										TOTAL TRANSFERS TO 1710	14	54	18
											POS KITS	SL KITS	CASES

Source: https://www.industrydocuments.ucsf.edu/docs/ltcn0000

SR TERR	RR TERR	ACCT	FULL NAME	ADDR1	CITY	ST	ZIP	CHAIN ID	CHAIN NAME	VAP WHLSR	VAP WHLSR NAME	VAP SUPPLIER	skus	6m Cases per Brand
112204	112227	524829	VASHAWS VARIETY	302 MAIN ST	GORHAM	NH	3581		0	91800	CAPITAL CANDY CO INC		2	
112208	112225	655030	KEVINS DISCOUNT CTR.	ROUTE 16	WEST OSSIPEE	NH	3890		0	91800	CAPITAL CANDY CO INC	37283	5	2.33
											CAPITAL CANDY CO INC Total		7	2.33
112204	112227	579113	DISC BEV & CIGARETTE	ROUTE 302	NORTH CONWAY	NH	3860		0	396640	MANCHESTER TOBACCO - N		10	
112206	112220	408128	CENTER STREET TEXAC	ROUTE 101	RAYMOND	NH	3077		0	396640	MANCHESTER TOBACCO - N	524488	5	
112208	112225	225118	WAGON WHEEL CONV.	ROUTE 11	FARMINGTON	NH	3835		0	396640	MANCHESTER TOBACCO - N	918441	7	7.33
											MANCHESTER TOBACCO - NH Total		22	7.33
112206	112220	102966	GATEWAY CTRY STORE	25 LAFAYETTE RD	SEABROOK	NH	3874		0	648240	TBI CORPORATION	90805	11	
112805	112827	102745	COLONY FARMS	1127 MAIN ST	WORCESTER	MA	1603		0	648240	TBI CORPORATION	901256	2	4.33
											TBI CORPORATION Total		13	4.33
											Grand Total		42	14

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Included in 1610 List

Source: http://www.industrydocuments.ucsf.edu/docs/fch0200

A13 - BPEA13N1 TRANSFER ALLOCATIONS BY LEVEL 03/27/98 11:00 AM

NEXT-FN : ___

PROMOTION: 800332 - CAM MAY CTS-B4G1F (BEAST BASED
PERIOD: 805-00
FROM: 16XX - 16 BUFFALO REGION
TO: 11XX - 11 BOSTON REGION

ITEM	FROM ALLOC	FROM AVAIL	TRANSFER	TO ALLOC
CAMEL FILTER BOX B4G1F	238	238	5_____	80
CAMEL LIGHT BOX B4G1F	238	238	5_____	80

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn PROM PERIO UP DOWN Main

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